

Message Text

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PAGE 01 STATE 181711
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AMEMBASSY ANKARA

C O N F I D E N T I A L STATE 181711

FOLLOWING REPEAT NATO 7437 SENT ACTION SECSTATE, SECDEF
02 AUG 77

QUOTE C O N F I D E N T I A L NATO 07437

E.O. 11652: GDS

TAGS: MARR, TU, NATO

SUBJECT: NAMSA SALES TO TURKEY

REF: NAMSAP/R-12616 DTG 250800Z JUL 77

1. THE FOLLOWING IS PROVIDED IN RESPONSE TO REHFELD-
LOVELAND TELECON OF 1 AUGUST.

2. DATA PROVIDED BY NAMSA IN APRIL SHOWED VALUES OF
ACCEPTED FMS CASES PLACED BY NAMSA IN 1976 ON BEHALF OF
TURKEY TOTALLING IN EXCESS OF \$28 MILLION. REFERENCE
NAMSA MESSAGE, HOWEVER, SHOWS THAT DELIVERIES BY NAMSA
TO TURKEY CORRESPONDED TO ONLY \$6 MILLION IN INVOICES FOR
1976 AND \$3.2 MILLION FOR THE FIRST SIX MONTHS OF 1977.
FOR THESE AMOUNTS TOTALLING \$9.2 MILLION, THE DATA ARE
NON-SPECIFIC WITH RESPECT TO SOURCE. THEY COULD HAVE COME
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FROM FMS SALES (23.3 OF TOTAL NAMSA PROCUREMENT IN 1977),
US COMMERCIAL SALES (13) OR EUROPEAN COMMERCIAL SALES
(63.7). THEY DO, HOWEVER, REPRESENT THE MAXIMUM AMOUNT
OF POSSIBLE FMS DELIVERIES TO TURKEY THROUGH NAMSA SINCE
NAMSA INVOICES CUSTOMER COUNTRIES AT TIME OF DELIVERY,
HENCE THE NAMSA TERM "BILLINGS" CORRESPONDS TO DELIVERIES.

3. DSAA MAY WISH TO MAKE ARRANGEMENTS WITH NAMSA THAT IN THE CASE OF ALL FUTURE NAMSA "BROKERAGE" PROCUREMENT THROUGH FMS CHANNELS, NAMSA IDENTIFY THE REQUISITIONING COUNTRY FOR ALL SUCH REQUESTS WHICH RELATE TO MAJOR COMPONENTS OR WHERE THE UNIT PRICE OR EXTENDED LINE ITEM VALUE EXCEEDS A SPECIFIED AMOUNT.

4. THE TERM "BROKERAGE" IS USED BY NAMSA TO IDENTIFY PROCUREMENT ACTIONS WHICH NAMSA ENTERS INTO ON BEHALF OF A REQUESTING COUNTRY FOR DELIVERY TO THAT COUNTRY IN CONTRADISTINCTION TO PROCUREMENT ACTION WHICH NAMSA ENTERS INTO TO REPLENISH ITS OWN STOCKS FOR NAMSA "STOCKAGE" PROGRAMS.

5. WE BELIEVE THAT THE ABOVE PROCEDURE COULD AVOID DIFFICULTIES WHICH MIGHT ARISE WERE WE TO INCLUDE MORE RESTRICTIVE LANGUAGE IN NAMSA FMS CASES WHICH MIGHT OFFEND NOT ONLY TURKEY BUT ALSO OTHER MEMBER COUNTRIES.
PEREZ

UNQUOTE CHRISTOPHER

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NNN

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